

THE BARNES HOUSING TRUST FUND
2017 SPRING INNOVATION ROUND **HOME BUYER** SCORING MATRIX

CATEGORY	POINTS	POINTS AWARDED
DEVELOPMENT TEAM YEARS OF EXPERIENCE IN SIMILAR HOUSING PRODUCTION (Will count person with highest # years)	10 MAX	
1 to 5 years	3	
6 to 10 years	5	
11 to 15 years	7	
Over 15 years	10	
PROGRAM DESIGN	15 MAX	
Proposed mortgage terms and underwriting are comparable to FHA requirements	5	
Applicant has provided documentation that the units proposed are affordable to the population they are targeting	5	
Pre and Post Purchase Home Buyer Education is provided	5	
SITE CONTROL AND ZONING	5 MAX	
Option	2	
Signed Sales Contract	3	
Deed in Hand	4	
Metro Donated Lot	4	
Zoned for Proposed Use	1	
AUDIT	10 MAX	
Audit performed within the last 24 months	5	
Audit has no findings	5	
ORGANIZATION FINANCIAL INFORMATION	10 MAX	
Organization has positive operational cash flow	5	
Organization has positive net worth	5	
CONSTRUCTION DESIGN	10 MAX	
Building incorporates Universal Design Principles	2	
Building incorporates energy/green measures	2	
Specifications & plans are compatible with existing housing stock in size and design	4	
Applicant has plans/specifications/work write-up	2	
TYPE OF ACTIVITY	5 MAX	
New Construction Only	5	
Acquisition and Rehabilitation	4	
Acquisition, Demolition & New Construction	3	

PROJECT FINANCIAL INFORMATION	35 MAX	
Request < 25% of total project cost	10	
Request < 50% of total project cost	5	
Project includes committed non-federal match/leverage excluding loan from a private lender	5	
Project includes a committed loan from a private lender	5	
Project includes committed federal match/leverage	5	
Proforma positive income for the period of affordability	10	
DEVELOPER FEE FROM BARNES FUND	5 MAX	
Developer's Fee = or < 10% of Barnes fund request	5	
Developer's Fee > 10% but < 20% of Barnes fund request	2	
INNOVATION & BONUS POINTS	VARIES	
Extent to which the project is innovative	Up to 10	
Extent to which the project meets community need	Up to 10	
Affordable Housing/Programming for Special Populations	1 Per Population	
Located Within the Promise Zone	5	
Located Within ¼ Mile of a High Capacity Transit Corridor (Gallatin Pike, Murfreesboro Pike, Nolensville Pike, Charlotte Avenue)	5	
Located in a Middle or Upper Income Census Tract	5	
Project is Mixed Use	5	
TOTAL POINTS		

*Application Must Have Score of At Least 70 Points to Meet Initial Scoring Threshold. Bolded categories will be scored by the Innovation Round Review Committee.

THE BARNES HOUSING TRUST FUND
2017 SPRING INNOVATION ROUND RENTAL SCORING MATRIX

CATEGORY	POINTS	POINTS AWARDED
DEVELOPMENT TEAM YEARS OF EXPERIENCE IN SIMILAR HOUSING PRODUCTION (Will count person with highest # years)	10 MAX	
1 to 5 years	3	
6 to 10 years	5	
11 to 15 years	7	
Over 15 years	10	
DEVELOPMENT TEAM EXPERIENCE IN MANAGEMENT OF SIMILAR HOUSING	10 MAX	
1 to 5 years	3	
6 to 10 years	5	
11 to 15 years	7	
Over 15 years	10	
SITE CONTROL AND ZONING	5 MAX	
Option	2	
Signed Sales Contract	3	
Deed in Hand	4	
Metro Donated Lot	4	
Zoned for Proposed Use	1	
AUDIT	10 MAX	
Audit performed within the last 24 months	5	
Audit has no findings	5	
ORGANIZATION FINANCIAL INFORMATION	10 MAX	
Organization has positive operational cash flow	5	
Organization has positive net worth	5	
CONSTRUCTION DESIGN	10 MAX	
Building incorporates Universal Design Principles	2	
Building incorporates energy/green measures	2	
Applicant has plans/specifications/work write-up	2	
Proposed buildings are compatible with surrounding Neighborhood in design and size	4	
PROJECT FINANCIAL INFORMATION	35 MAX	
Request < 25% of total project cost	10	
Request < 50% of total project cost	5	
Project includes non-federal match/leverage excluding loan from a private lender	5	

Project includes a loan from a private lender	5	
Project includes committed federal funds	5	
Proforma positive income for the period of affordability	10	
DEVELOPER FEE FROM BARNES FUND	5 MAX	
Developer's Fee = or < 10% of Barnes fund request	5	
Developer's Fee > 10% but < 20% of Barnes fund request	2	
INNOVATION & BONUS POINTS	VARIES	
Extent to which the project is innovative	Up to 10	
Extent to which the project meets community need	Up to 10	
Residents are mixed income, including persons with incomes that exceed 80% of AMI	5	
Affordable Housing/Programming for Special Populations	1 Per Population	
Located Within the Promise Zone	5	
Located Within ¼ Mile of a High Capacity Transit Corridor (Gallatin Pike, Murfreesboro Pike, Nolensville Pike, Charlotte Avenue)	5	
Located in a Middle or Upper Income Census Tract	5	
Project is Mixed Use	5	
TOTAL POINTS		

*Application Must Have Score of At Least 70 Points to Meet Initial Scoring Threshold. Bolded categories will be scored by the Innovation Round Review Committee.

THE BARNES HOUSING TRUST FUND
2017 SPRING INNOVATION ROUND **HOMEOWNER REHAB** SCORING MATRIX

CATEGORY	POINTS	POINTS AWARDED
DEVELOPMENT TEAM YEARS OF EXPERIENCE IN SIMILAR HOUSING PROJECTS (Will count person with highest # years)	10 MAX	
1 to 5 years	3	
6 to 10 years	5	
11 to 15 years	7	
Over 15 years	10	
PROGRAM DESIGN	40 MAX	
Project underwriting is appropriate for the population the project is designed to serve	10	
All code violations will be corrected during rehabilitation	10	
Rehabilitation work will have at least a one year warranty	10	
Organization has lien in place to ensure the homeowner does not profit from the repairs	10	
AUDIT	10 MAX	
Audit performed within the last 24 months	5	
Audit has no findings	5	
ORGANIZATION FINANCIAL INFORMATION	10 MAX	
Organization has positive operational cash flow	5	
Organization has positive net worth	5	
CONSTRUCTION DESIGN	6 MAX	
Rehab incorporates Universal Design Principles	2	
Rehab incorporates energy/green measures	2	
Applicant has plans/specifications/work write-up	2	
PROJECT FINANCIAL INFORMATION	25 MAX	
Request < 25% of total project cost	10	
Request < 50% of total project cost	5	
Project includes committed non Federal match/leverage excluding loan from a private lender	5	
Project includes a committed loan from a private lender	5	
Project includes committed federal match/leverage	5	
DEVELOPER FEE FROM BARNES FUND	5 MAX	
Developer's Fee = or < 10% of Barnes fund request	5	
Developer's Fee > 10% but < 20% of Barnes fund request	2	

INNOVATION & BONUS POINTS	VARIES	
Extent to which the project is innovative	Up to 10	
Extent to which the project meets community need	Up to 10	
Affordable Housing/Programming for Special Populations	1 Per Population	
Located Within the Promise Zone	5	
Located Within ¼ Mile of a High Capacity Transit Corridor (Gallatin Pike, Murfreesboro Pike, Nolensville Pike, Charlotte Avenue)	5	
Located in a Middle or Upper Income Census Tract	5	
Project is Mixed Use	5	
TOTAL POINTS		

*Application Must Have Score of At Least 70 Points to Meet Initial Scoring Threshold. Bolded categories will be scored by the Innovation Round Review Committee.